

How to Use the Heavy Duty Vehicle Statewide Contract

Contract #: VEH93

Contract Duration: 03/18/2013 to 03/17/2015

MMARS #: VEH93* - Options to renew: (2) 24 month options

Contract Manager: Jim Ferri - 617-720-3168 James.Ferri@state.ma.us

This contract contains **SDO Certified Prime Vendors, Supplier Diversity Program and Prompt Pay Discount**

Last change date: **05/17/13**

Contract Summary

This statewide contract provides for the sale and service of heavy duty vehicles. Currently the contract contains six vendors offering four different manufacturers trucks: Freightliner, International, Mack and Peterbilt and six vendors offering six different manufacturers of front end wheel loaders: Case, Catapillar, John Deere, Komatsu, JCB and Volvo.

Benefits and Cost Savings

The statewide contract provides pricing for the following:

- Fixed pricing for Freightliner, International, Mack and Peterbilt trucks (as specified) for the first year of the contract.
- Fixed pricing for Case, Catapillar, John Deere, Komatsu, JCB and Volvo loaders (as specified) for the first year of the contract.
- Fixed hourly rate for repair services for the initial term of the contract.
- Fixed discount for parts for the initial term of the contract.
- Vendors who offer roadside/emergency repair services.
- Vendors who offer repair services during snow emergencies.

Who Can Use This Contract?

Applicable Procurement Law: MGL c. 7, § 22; c. 30, § 51, § 52; 801 CMR 21.00

Eligible Entities:

- Cities, towns, districts, counties and other political subdivisions
- Executive, Legislative and Judicial Branches, including all Departments and elected offices therein;
- Independent public authorities, commissions and quasi-public agencies
- Local public libraries, public school districts and charter schools;
- Public Hospitals, owned by the Commonwealth;

- Public institutions of high education
- Public purchasing cooperatives;
- Non-profit, UFR-certified organizations that are doing business with the Commonwealth;
- Other states and territories with no prior approval by the State Purchasing Agent required; and
- Other entities when designated in writing by the State Purchasing Agent.

Pricing and Purchase Options

Purchase Options: Purchases made through this contract will be direct, outright purchases.

How to use the contract

The intent of this contract is to provide contract users with the ability to purchase a standard base truck or loader as specified at the listed price or allow contract users to modify the base specifications and request quotes from the awarded dealers for heavy duty trucks (GVWR over 26,001) or front end wheel loaders.

Contract users have the option of purchasing the truck as specified at the price listed or modifying the base specifications and requesting quotes from a minimum of three of the awarded vendors for the manufacturers listed on the contract. Vendors are only authorized to sell or provide quotes for the manufacturer of their approved base model.

This contract does not include the purchase of specialized equipment such as a zamboni, elgin street sweepers or fire engines.

In addition, if a contract user is interested in purchasing one of the trucks which has a pre-negotiated fixed price but is offered by multiple dealers, we encourage you to request best pricing. This may result in lower pricing.

For alternative or additional after-market equipment/components which total more than \$5,000, contract users must seek a minimum of three quotes from awarded vendors.

This contract does not allow for the purchase of after- market equipment/components for *existing* vehicles.

In addition to vehicles for sale, this contract has pre-negotiated pricing for repair and parts discount.

Prior to new vehicle acceptance, contract users are strongly encouraged to inspect the vehicle to ensure all items are in accordance with the specifications.

Price & Acquisition – A spreadsheet with pricing and vendor information has been posted under the “forms and terms tab”.

Additional information regarding each vendor has been posted under the “vendor tab for each vendor.

Additional Information

Vendor List and Contract information

Please refer to the "Vendor" tab of Comm-PASS (www.comm-pass.com) at the bottom of the vendor detail page for pricing and additional information for each contractor listed below.

Contractor Information-Heavy Duty Trucks

Ballard Mack Sales and Service, Inc., 1 Mack Drive, Avon, MA 02332

Truck: 2014 Mack GU712 as specified.

Contract Manager: Brian Buckley

E-mail: bbuckley@ballardtrucks.com

Phone: (508) 559-0771 Fax number: (508) 584-5587

Prompt Pay Discount: .25%-10 days

Boston Freightliner, Inc., 3-5 Bow Street, Everett, MA 02149

Truck: 2014 Freightliner 108SD as specified.

Contract Manager: Michael Lojacono

E-mail: mlojacono@bostonftl.com

Phone: (617)778-3379 Fax number: (617)389-3993

Prompt Pay Discount: .25%-10 days

Minuteman Trucks Inc., 2181 Providence Highway, Walpole, MA 02081

Truck: 2014 International 7400 SFA as specified.

Contract Manager: Marty Castrechini

E-mail: mcastrechini@minutemantrucks.com

Phone: (508)668-3112 x.357 Fax number: (508)668-8466

Prompt Pay Discount: 1.5%-10 days, 1.0%-15 days, .5%-20 days

McDevitt Trucks, Inc., 939 East Tewksbury, MA 01876

Truck: 2014 Peterbilt Model 348 as specified.

Contract Manager: Joe McQuaid

E-mail: jmcquaid@mctrucks.com

Phone: (978)851-9902 Fax number: (978)858-3705

Prompt Pay Discount: .25%-10 days

Taylor & Lloyd, Inc., 8 Railroad Ave., Bedford, MA 01730

Truck: 2014 International 7400 SFA as specified

Contract Manager: Edward J. Lloyd

E-mail: ejlloyd@taylorandlloyd.com

Phone: (781)275-9290 Fax number: (781)275-8404

Prompt Pay Discount: .25%-10 days, .0005%-15 days, .00025%-20 days

Tri State Truck Center, Inc., 411 Hartford Turnpike, Shrewsbury, MA 01545

Truck: 2014 Freightliner 108SD as specified.

Contract Manager: Chris Marsh

E-mail: cmarsh@tristatetruckcenter.com

Phone: (508)753-1200 ext.251 Fax number: (508)363-2643

Prompt Pay Discount: .25%-10 days

Contractor Information-Front End Wheel Loaders

Case of New England, 800A Hartford Tpke., Shrewsbury, MA 01545

Loader: 2013 Case Model 621F Wheel Loader as specified.

Contract Manager: Michael Rice

E-mail: Michael.rice@sunbeltrentals.com

Phone: (508) 845-4343 Fax number: (508) 845-6418

Prompt Pay Discount: 1%-15days

CN Wood Co. Inc., 200 Merrimac Street, Woburn, MA 01801

Loader: 2013 Komatsu WA270-7 Wheel Loader as specified.

Contract Manager: Tom Fiore

E-mail: tfiore@cn-wood.com

Phone: (781)935-1919 Fax number: (617)937-9809

Prompt Pay Discount: 1.0%-10days, .75%-15days, .50%-20days, .25%-30days

Northland Industrial Truck Co Inc., 6 Jospin Road, Wilmington, MA 01887

Loader: 2013 JCB 427 ZX as specified.

Contract Manager: Steve Foote

E-mail: steve.foote@nitco-lift.com

Phone: (603)560-1833 Fax number: (978)658-8837

Prompt Pay Discount: 1%-10days

Milton CAT, 100 Quarry Drive, Milford, MA 01758

Loader: 2013 CAT 930K Wheel Loader as specified.

Contract Manager: Dennis Head

E-mail: dennis_head@miltoncat.com

Phone: (978)276-2404 Fax number: (508)590-7997

Prompt Pay Discount: 1%-30days

Schmidt Equipment, Inc., 80 Southbridge Rd., North Oxford, MA 01537

Loader: 2013 John Deere 544K Wheel Loader as specified.

Contract Manager: Dan Neslusan

E-mail: DanNeslusan@schmidtequipment.com

Phone: (800)922-8295 Fax number: (508)987-3578

Prompt Pay Discount: 1%-10days

Woodco Machinery, Inc., 22 North Maple Street, Woburn, MA 01801

Loader: 2013 Volvo L70G Wheel Loader as specified.

Contract Manager: Gerry Tessier

E-mail: gtessier@woodcomachinery.com

Phone: (781)935-3377 x.552 Fax number: (781)935-1563

Prompt Pay Discount: 1.0%-10days, .75%-15days, .50%-20days, .25%-30days

Summary of Where to Obtain Important Contract Information

To obtain in depth contract information please go to the Comm-PASS (www.comm-pass.com) website, click on “Contracts” then search by document number VEH93 to locate the following contract information:

Contract User Guide	“Forms & Terms” tab
Vendor Information and Pricing Spread Sheet	“Forms & Terms” tab
Vendor and Detailed Specifications	“Vendor” tab